

CENPS-EN-SY (117-2-4a)

12 September 1989

MEMO FOR: RECORD

SUBJECT: Record of Negotiation for Work Order , Contract  
Surveying and Mapping Support Services in Washington and Oregon

1. Request for proposal was issued August 31, 1989, to the firm , to submit a proposal for Work Order . Work Order is for Master Plan Automation, 1"=40' Mapping, Fort Lewis, Washington.
2. The Government estimate in the amount of \$46,275.60, was approved on September 7, 1989.
3. , proposal dated September 8, 1989, in the amount of \$47,706.83, was 3% above the Government estimate.
4. The following is a comparison of the Contractor's proposal and the Government estimate:

<u>DISCIPLINE</u>	<u>CONTRACTOR</u>	<u>GOVERNMENT</u>	<u>DIFFERENCE</u>
Project Manager	56 Hrs	56 Hrs	0 Hrs
Project Manager	15 Hrs	18 Hrs	-3 Hrs
Office Supervisor	73 Hrs	70 Hrs	+3 Hrs
CADD Operator	420 Hrs	395 Hrs	+25 Hrs
Stereoplotter Operator	560 Hrs	550 Hrs	+10 Hrs
Computer Editor	58 Hrs	52 Hrs	+6 Hrs
Draftsman	10 Hrs	12 Hrs	-2 Hrs
Overhead	121%	121%	0
Overhead	198%	198%	0
Profit	10.2%	10%	+0.2%
Profit	10%	10%	0
Material & Supplies	\$413	\$475	-\$62

5. Telephone negotiations were held on September 11, 1989, between Kenneth Graybeal, Project Manager, representing the Government and Project Manager, representing the firm  
The following areas were discussed:

a. The Government questioned the number of hours proposed for the stereoplotter and the CADD operators. The Contractor stated that the required mapping will be tying into existing mapping performed by the Corps of Engineers (COE). This will require the Contractor to convert COE data files to reside on his computer. Also, the stereoplotter operator will require more time to match existing buildings, roads, contours, etc. The Government agrees and the hours as proposed are acceptable. The Government will revise its estimate.

Figure 11-15. Record of Negotiation (Continued)

- b. The hours as proposed for the project manager , office supervisor, computer editor and draftsman are acceptable.
- c. Contractor's overhead rates , 121%) and , 198%) are as negotiated in the basic contract.
- d. The Government calculated profit at 10% for and calculated profit at 10.2% and calculated profit at 10%. This is acceptable.
- e. The Contractor's proposal for materials and supplies is acceptable.
- f. Due to the Contractor's present workload, which includes COE Work Order No. 3, 4, and 6, the Contractor has asked for what amounts to an extension of the schedule and delivery dates. The Contractor's anticipated start date would be 1 January 1990, with an extension of the prefinal submittal from 90 days to 105 days, review comments from 105 days to 120 days and the final submittal from 125 days to 135 days. The Government agrees that the Contractor is saturated with work and has no option but to grant an extension.
6. The Contractor's proposal of \$47,706.83 compares favorably with the revised Government estimate of \$47,849.67.
9. Based on the above evaluation and discussions with the Contractor, his proposal is considered fair and reasonable and recommended for approval.


  
KENNETH D. GRAYBEAL

Figure 11-15. (Concluded)